

## Message Text

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12/64

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 121503Z JUN 74

FM AMEMBASSY LAGOS

TO USDOC WASHDC

INFO SECSTATE WASHDC 4482

UNCLAS LAGOS 5228

C O R R E C T E D C O P Y (CORRECT MRN TO READ LAGOS 5228 VICE  
5528)

E.O. 11652: N/A

TAGS: BEXP, ETRD, NI

SUBJECT: INVESTMENT OPPORTUNITY: FMG SOLICITS HOTEL PROPOSALS

1. EMBASSY HAS RECEIVED FORM LETTER FROM ACTING DIRECTOR,  
ECONOMIC DEPARTMENT,  
FEDERAL MINISTRY OF EXTERNAL AFFAIRS,  
ANNOUNCING PLANS FOR ESTABLISHMENT OF NEW 500-ROOM "DELUXE"  
HOTEL IN LAGOS, AND SOLICITING PROPOSALS FROM INTERESTED  
HOTEL MANAGEMENT FIRMS.

2. IMMEDIATE PURPOSE OF HOTEL WOULD BE TO SUPPORT 2ND NIGERIAN  
INTERNATIONAL TRADE FAIR, CURRENTLY SCHEDULED FOR LAST QUARTER  
CY 1986. HOTEL WOULD FORM PART OF FAIR COMPLEX ON NEW LAGOS-  
BADAGRY HIGHWAY, AND WOULD HAVE TO BE READY FOR OCCUPANCY BY  
COMMENCEMENT DATE OF FAIR. AUDITORIUM, BAQUET HALLS, AND ALL

OTHER NORMAL EXTRAS WOULD BE REQUIRED.

3. LETTER EMPHASIZES THAT FINANCING, CON  
OWVK#AND  
MANAGEMENT OF HOTEL WOULD BE LEFT TO PRIVATE  
ENTERPRISE.  
GOVERNMENT WOULD NOT PLAN TO PARTICIPATE IN VENTURE,  
AS IT HAS DONE IN PREVIOUS MAJOR HOTEL PROJECTS OF  
THIS TYPE, BEYOND PROVIDING NECESSARY LAND.  
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RM LETTER INVITES HOTEL FIRMS OF INTERNATIONAL CALIBRE TO SEND REPRESENTATIVES TO NIGERIA, AND SUPPLY FMG WITH INDICATION OF INTENT TO BID, ALONG WITH OUTLINE OF PROPOSAL INCLUDING BROAD BUILDING PLANS, ESTIMATE OF LIKELY COST, ETC. RESPONSIBLE GOVERNMENT AGENCY WILL IN ALL LIKELIHOOD BE FEDERAL MINISTRY OF TRADE (YAKUBU GOWON STREET BUILDING, LAGOS).

5. COMMENT: AS DEPARTMENT IS AWARE, BOTH HOLIDAY INNS AND INTERCONTINENTAL HOTELS HAVE EXISTING PLANS TO ESTABLISH HOTELS IN LAGOS, AND HAVE SELECTED SITES. BOTH FIRMS HAVE BEEN MADE AWARE OF FMGS INTEREST IN HOTEL FOR LAGOS-BADAGRY HIGHWAY SITE, BUT AS FAR AS WE KNOW HAVE NO IMMEDIATE PLANS TO FOLLOW UP ON THIS OPPORTUNITY.

6. GIVEN SHORT TIME FUSE FOR THIS PROJECT, FIRMS THAT CAN MOVE QUICKLY WITH PROPOSAL SHOULD HAVE DECIDED ADVANTAGE. THOUGH TIME LIMITATION IS RESTRICTIVE, WE BELIEVE SUCCESSFUL BIDDER CAN COUNT ON FULL SUPPORT OF FMG, WHICH OBVIOUSLY PLACES HIGH PRIORITY ON PROJECT. IN ADDITION, INDUSTRIAL AND RESIDENTIAL DEVELOPMENT ALONG LAGOS-BADAGRY AXIS KNOWN TO BE PET PROJECT OF LAGOS STATE GOVERNOR JOHNSON.

7. COPY OF MEA LETTER WILL BE POUCHED TO COMMERCE. WOULD APPRECIATE RECEIVING FEEDBACK FROM US FIRMS.  
REINHARDT

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